

Justin Law

Chief operations officer Arsenal

Personal bio: I am a proud native of Union Springs, Alabama. Raised on a farm in rural Alabama, I started my first professional job working for a local law firm, Jinks, Crow & Dickson, PC, at the age of 16 and later graduated from Huntingdon College with an Accounting and Political Science Degree.

I have always been passionate about the law and have a great appreciation for accounting, making a career in captive insurance the perfect fit for my ambition and skills. My personal passions are spending time with family and friends, cooking, travelling to new destinations, and as an outdoorsman, I enjoy fly fishing and backpacking to explore national parks.

Professional profile: I'm a graduate of Huntingdon College in Montgomery, Alabama where I studied Accounting and Political Science. I served four terms as an SGA Senator and three terms as chair of the SGA Finance Committee. I am a proud member of Sigma Phi Epsilon Fraternity, was also elected as vice president of finance, vice president of membership development and chapter president.

I started my professional career in public accounting with an emphasis on the insurance industry. While working in public accounting, I worked for many insurance companies, including preparing statutory financial statements, US Form 1120 PC and working on a number of audit engagements.

In 2019, I joined the Arsenal team as managing director of strategic initiatives where I directed a number of strategic growth projects. I looked



after a network and third-party administrator transition for Iron ReHealth, an Arsenal-managed employee benefit plan, and played a key role in Arsenal establishing a presence in Grand Cayman in partnership with Lainston International Management. I was promoted to Arsenal's COO in 2020 by Arsenal's president and founder, Norman Chandler. In my current role, I direct business development, talent acquisition, the structuring of new programmes, and captive services, working alongside Dexavia Turner, managing director of captive services, to ensure that client needs are met effectively and on time.

I am also an active member of the Alabama Captive Insurance Association (ACIA). Under my guidance, the ACIA established the Risky Business Internship Program, a collaborative internship

programme that gives risk management and insurance students exposure to multiple facets of the industry over the course of a 10- or 15-week programme. Since the programme began in January of 2020, Risky Business is proud to have had six interns complete the program, of which all three graduating seniors were hired out of the programme! I was appointed as chairman of the ACIA Political Action Committee in 2020 by the association's board of directors. As chairman, I direct the fundraising efforts and work alongside industry members and public officials to continually improve Alabama's alternative risk management environment.

In helping promote Alabama as a captive domicile, I also co-authored the legislation proposed to the Alabama Legislature in 2020.

How did you end up in the captive industry?

To be honest, I tripped and fell face-first into the captive industry. My favourite question to ask industry professionals is, “how did you end up in the industry?” and I am yet to get the answer, “I have wanted to work in insurance since I was a kid.” I never had any intentions of working in the insurance sector, but that all changed when I began my career with Arsenal. The innovation and excitement of Arsenal captivated my interest on my very first assignment. Since I was a child, I have always had an interest in the legal profession and learned to love the logic of accounting while I was in school at Huntingdon College. Arsenal operates in that niche sector of the market where legal compliance meets accounting and finance, and I enjoy working in the fast-paced environment that keeps me on my toes.

What has been your highlight in the captive industry so far?

The highlight of my time spent in the captive industry has been working with the ACIA's Risky Business Internship Program. I would not be where I am as a professional without my great mentors and the relationships I have built along the way. I find great fulfilment in helping the next generation of industry professionals establish their own network and help them charter their path into the industry.

What/who has been your influence in the captive industry?

My greatest mentor within the industry has been Norman Chandler and his extraordinary perspective on the insurance industry. The opportunity to work alongside Norman has enabled me to quickly learn how to navigate complex issues utilising innovative means. Norman's ability to

create new programs and his dedication to compliance and client service has had a profound impact on me as a captive insurance professional.

What is your impression of the industry?

My impression of the industry that it is built upon innovation and creativity. I have worked on several captive projects that were born out of necessity; when the traditional market cannot provide adequate or appropriate coverage, clients often turn to captives for a solution tailored to their unique situation.

What are your aspirations for your career in the captive industry?

My career aspiration in the industry is to continue growing Arsenal as a captive manager and to provide additional services to better serve our

amazing clients. Arsenal is a truly unique operation with an incredible future ahead of it and I look forward to working with our team to continue taking our client services to the next level. I have always loved to teach and to help people, I most look forward to ushering in the next generation of captive professionals and helping them establish themselves in the industry.

What advice do you have for someone considering a role in the industry?

Be open minded. Even if you think you know what you want to do the first year or two into the industry, that will likely change. Many of my most inspiring experiences have come from instances that I had not planned for or intended to get myself into. This is an interesting industry with many niche areas of practice; branch out, keep an open mind, and be bold. ■

“Arsenal has worked closely with the Alabama Department of Insurance since the 2006 passage of the Alabama Captive Insurers Act to ensure high quality service to captive clients in the State of Alabama. Instead of using a cookie-cutter approach, Arsenal examines each client situation individually, collaborating with the department to stay up to date on regulatory changes as well as economic and industry challenges. This allows Arsenal to help their clients find the best solution for their captive or other alternative risk transfer needs. In the past year since Justin Law began work for Arsenal, and the firm's efficiency, dedication to clients, and high-quality service has increased even more. Justin has been key in developing Arsenal into a full process service provider with experienced staff who are knowledgeable in various areas of insurance and risk management. They handle everything from the design of new structures to the amendment of existing structures to make them more suitable to their clients current business needs including implementation and transition to management.”

Sean Duke, insurance examinations supervisor for the Alabama Department of Insurance